Stage I Validation:

1. Vendors must have addressed each of the specifications in Section VII: Technical Specifications.

Vendors must pass Stage I Validation to proceed to Stage II Evaluation.

Stage II Evaluation of Proposals:

Description	Possible Points
1. Cost	50 Points
2. Functional/Technical Specifications	20 Points
3. Vendor Qualifications	20 Points
4. References	10 Points
Total Points	100 Points
Value-Add	5 Points
Maximum Possible Points	105 Points

^{*} Value-Add is defined as product(s) or service(s), exclusive of the stated functional and technical requirements and provided to the State at no additional charge, which, in the sole judgment of the State, provide both benefit and value to the State significant enough to distinguish the proposal and merit the award of additional points. A Value-Add rating between 0 and 5 may be assigned based on the assessment of the selection committee. These points will be added to the total score.